

# 2018 North Carolina Ag Export Seminar

North Carolina Department of Agriculture & Consumer Services  
Koury Convention Center, Greensboro, NC 27407

## Thursday, May 24, 2018

7:00 – 8:30 a.m.	Registration and Exhibitor set up
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## Thursday, May 24, 2018

8:30 a.m.	<b>Introduction</b> Peter Thornton, NC Department of Agriculture & Consumer Services
8:45 a.m.	<b>NC Agricultural Exports</b> Peter Thornton, NC Department of Agriculture & Consumer Services
9:15 a.m.	<b>Remarks from the Commissioner</b> Commissioner Steve Troxler, NC Department of Agriculture & Consumer Services
9:45 a.m.	Break
10:15 a.m.	<b>Exporter Resources</b> Panel Discussion Stephanie Bethel, U.S. Commercial Service Hans Bean, NC State Ports Authority Mike Hubbard, Economic Development Partnership of North Carolina Missie Lindsey, Southern United States Trade Association Mike Seibert, Small Business & Technology Development Center Peter Thornton, NC Department of Agriculture & Consumer Services
11:15 a.m.	<b>Strategic Overview</b> Patti LaGuire, Euromonitor International
12:00 p.m.	Lunch
12:30 p.m.	<b>KEYNOTE: Global Trade Outlook</b> Ambassador James Cain, Cain Global Business Partners, LLC
1:30 p.m.	<b>Market Briefings</b> <b>Europe:</b> <b>Canada:</b> Alison George, Argyle Public Relations
3:00 p.m.	Break
3:30 p.m.	<b>Market Briefings</b> <b>China:</b> Daniel Ding, International Business Consulting Co., Ltd. <b>South America/Caribbean:</b> Fradbelin Escarraman, Strategos Consulting Group
5:30 – 7:00 p.m.	Networking Reception

## Friday, May 25, 2018

7:00 – 8:00 a.m.	Breakfast with Exhibitors
8:00 a.m.	<b>Ag Exporter Insights</b> Panel Discussion * John Beard, Beard Hardwoods * Julie Busha, Busha Group, LLC (dba Slawsa) Jose “Pepe” Calderon, Farm Pak *Mark Doble, Aviator Brewing Company *Joel Saenz, Interra International, LLC
9:00 a.m.	<b>Preparing Your Shipment</b> (Documentation) Panel Discussion *Joy Goforth, NC Department of Agriculture & Consumer Services, Plant Industry *Susan Kosteletzky, U.S.D.A. APHIS *U.S.D.A. Plant Protection and Quarantine, etc.
10:00 a.m.	Break
10:30 a.m.	<b>How to Ship Your Ag Products</b> (Logistics) Panel Discussion * Bobby Bernard, Kuehne + Nagel Inc. *Sven West, Maersk Shipping * Cliff Pyron, NC Ports Authority
11:30 a.m.	<b>How to Get Paid</b> (Finance) Panel Discussion Olga Cheek, Branch Banking and Trust Co. (BB&T) *Mike Seibert, Export Import Bank *Dan Holt, Small Business Administration *Alex Viva, Small Business & Technology Development Center
12:30 p.m.	Seminar Concludes

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